

Europass Curriculum Vitae



Personal information

First name / Surname **Roberto Ramorino**
Address Via Danusso, 12 – 20142 Milano – Italy
 Frazione Belmonte – 22010 Pianello del Lario (CO) - Italy
Telephone Mobile: +39 392 9923968
E-mail rramorino@libero.it
Nationality Italian
Date of birth 02-03-1955
Gender Male

Desired employment / Occupational field **Sales and Technical sales – Explosion Area application (ATEX; UL; etc)**

Work experience

January 2010 – Present

Occupation or position held Explosion Proof Product Sales (Automation and Electrical Products)
 North and Center of Italy
Main activities and responsibilities Changed of my personal activity from Automation to Electrical Sales on 2011
 Directly contact with Managing Director, with full autonomy in organization of Visit contact and relations.
 Involved in Sales and supports customer, Increase the potential customers.
 Increasing OEM Customers in Italy
 Increase EPC Contacts and maintain Pharmaceuticals and Chemicals
 Products proposed:
 - Cooper Ceag electrical products for Hazardous Area
 - Special execution for Hazardous Area
 - I still manage Intrinsically Safe Product and Fieldbus Foundation, Automation and devices/Converters for Hazardous Area
Name and address of employer C.e.a. Srl (Compagnia elettrica antideflagrante) Cooper Crouse-Hinds CEAG Distributor
 Via Baranzate, 89 int 13 – 20026 Novate Milanese (MI) - Italy
Type of business or sector Electrical Material and Automation for Hazardous Areas

September 2008 – December 2009 (1 year 4 months)

Occupation or position held Automation and Exi Sales Specialis
 North and Center of Italy
Main activities and responsibilities Starting from Zero Automation Activity in Italy:
 Sales and Technical support for Hazardous Area Automation:
 Barriers, Isolators, Ex Remotel/O, ExRemoteHMI, ExPC, ExCamera's and CCTV, Field busFoundation
 Devices, Integration of differnet components, and Special executions.
 Product presentation
 Find new customers prepare quotations, Newsletters of new products, Technical support, aftersales.

Name and address of employer	R.STAHL Italy Società Unipersonale a R.L. Via A. Grandi, 27 – 20068 Peschiera Borromeo (MI) Italy
Type of business or sector	Electrical Material and Automation for Hazardous Areas
April 2001 – August 2008 (7 years 5 months)	
Occupation or position held	Instrumentation and Automation Sales and Support, Intrinsically safe Specialist, Explosion proof automation, Remote I/O Systems
Main activities and responsibilities	Called to introduce CEAG Automation in Italy starting from Zero. Best increasing in Europe during 2002 to 2006. 2006 Cooper decided to sell CEAG Automation to Pepperl & Fuchs. I managed other product with local agreements, but not really our Automation Contract distribution.
Name and address of employer	C.e.a. Srl (Compagnia elettrica antideflagrante) Cooper Crouse-Hinds CEAG Distributor Via Baranzate, 89 int 13 – 20026 Novate Milanese (MI) - Italy
Type of business or sector	Automation for Hazardous Areas
January 2000 – April 2001 (1 year 4 months)	
Occupation or position held	Sales Area Manager
Main activities and responsibilities	Sales and research of new customers , especially in Pharmaceutical plant
Name and address of employer	Inprotec S.p.A. Via Bizet, 44/B - 20092 CINISELLO BALSAMO (MI) Italy
Type of business or sector	System Integrator – ESD Sales and Integration
January 1989 – December 1999 (11 years)	
Occupation or position held	Senior sales
Main activities and responsibilities	Follow key customers and propose primary Automation Products: MTL, Panalarm, Moore Industries, Westronics From 1993 also responsible for Rome Area, Lazio, Marche (15days per month).
Name and address of employer	mA microAutomation Srl – Corso Lodi, 115 – Milano Italy (Exclusive Distributor for USA/UK products)
Type of business or sector	Exclusive Rap for Italy Instrumentation
May 1979 – December 1989 (10 years 8 months)	
Occupation or position held	Internal Sales, Export Sales
Main activities and responsibilities	Start as National sales support and Project Management 6 years as junior sales 3 years as Export sales (Albania, Egypt, turkey) Training of English, Instrumentation and Valve sizing.
Name and address of employer	ABB Kent Taylor S.r.l. – Via Statale, 113 Lenno (CO) - Italy
Type of business or sector	Production and Sales of Instrumentation and Automation
September 1978 April 1979 (8 months)	
Occupation or position held	Engine test laboratory (learner)
Main activities and responsibilities	Only learn and help Testing Area manager - Engine Test with new electronics for Automotive
Name and address of employer	Magneti Marelli Autronica – Torino (To) Italy
Type of business or sector	Electronic for Automotive industries

Education and training

1969 – 1974

ITIS Magistri Cumacini - Como
Scuola Normale Superiore Mechanical Engineer, Industrial Engineering

See more

EditRe-order

1969 – 1974

Automation and Valve Sizing trainings.

Artistical drawing school

Shatsu school

Title of qualification awarded

Technical Mechanical Engineer,

Others

EMIT – Control Valve Sizing

1 Month (ABB Kent Tieghi) Training Industrial automation and final test before employment

1 Month in UK (ABB Kent INTROL) for English Training and Valve sizing.

3 weeks of Automation/Electrical material Training (R.STAHL)

Annual sales/Technical training-meetings in UK (mA microAutomation) Germany (CEAG Buhl; R.STAHL)

Personal skills and competences

I covered all the Industrial Automation sales aspects. From 1989, I worked in Hazardous Area applications and automation devices, now I work in Cea S.r.l. adding new experience in Explosion proof Electrical materials. We still support Cooper-MTL, and we propose also complex executions including integrated electrical/automation solutions. I know basic principle of ATEX; UL aspects and differences. Acknowledge of O.E.M.'s EPC and final customers in Oil&Gas, Chemical Pharmaceutical. Specialties : I'm really excited to help customers to solve Complex problem in Ex applications, not only promoting simple components, but helping to define System Solutions. Actually, my primary job is increase Cea Srl presence in the domestic market. I think my specialty is introduce new products and find new market.

Mother tongue

Italian

Other language

Self-assessment

European level (*)

Language

Language

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
B1	English	C1	English	B2	English	B1	English	B1	English
A1	French	A2	French	A1	French	A1	French	A1	French

(*) [Common European Framework of Reference for Languages](#)

Social skills and competences

Facility to have good relationship

Organisational skills and competences

Trips, meetings, cooperation with Internal organization

Technical skills and competences

My experience in Hazardous Area Automation cover a large number of products (Barriers, Isolators, Remote IO with serial communications, RemoteHMI, PC's, Ex Camera's and Fieldbus Foundation Interfaces) and now also electrical component, but basic, not expert.

Computer skills and competences

Power Point, Word; Office; excel (basic), Acrobat. Internet search

Artistic skills and competences

Artistic capacity (free hands drawings) I had course of artistic design with good results

Other skills and competences

Driving licence

Yes: "A" type (Motorbike) and "B" type (Cars and small trucks up to 35 q)

Additional information

Sports: Ski; Golf; Tennis; Motorbiker; I love music (Jazz; Contemporary, English Rock); I read adventure book or spy stories

Salary

67.000,00€ fixed (no budget established)+Free benefit (Car; Telephone; PC)